

Grants & Research

Measure your impact - Tell your story - Fund your project

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Introduction

Get acquainted...

Who am I?

Who are we?

Icebreaker.

Today we will learn about...

Research design:

- The Project Cycle
- Logic Modeling
- Data Points

Securing Funding:

- Where do we find funding?
- Grant Cycling Process

Reflection

- How can we apply this your work?

Everyone deserves a far slice...

Lets watch a video...

<https://www.youtube.com/watch?v=-gELZnORV4U>

**What if pizza shops were funded
like Human Services nonprofits?**

- Key Questions:
- Does anything from this video resonate with something you have experienced?
 - What side of the conversation have you been on?
 - Grantor?
 - Organization?
 - Beneficiary?

\$90 billion

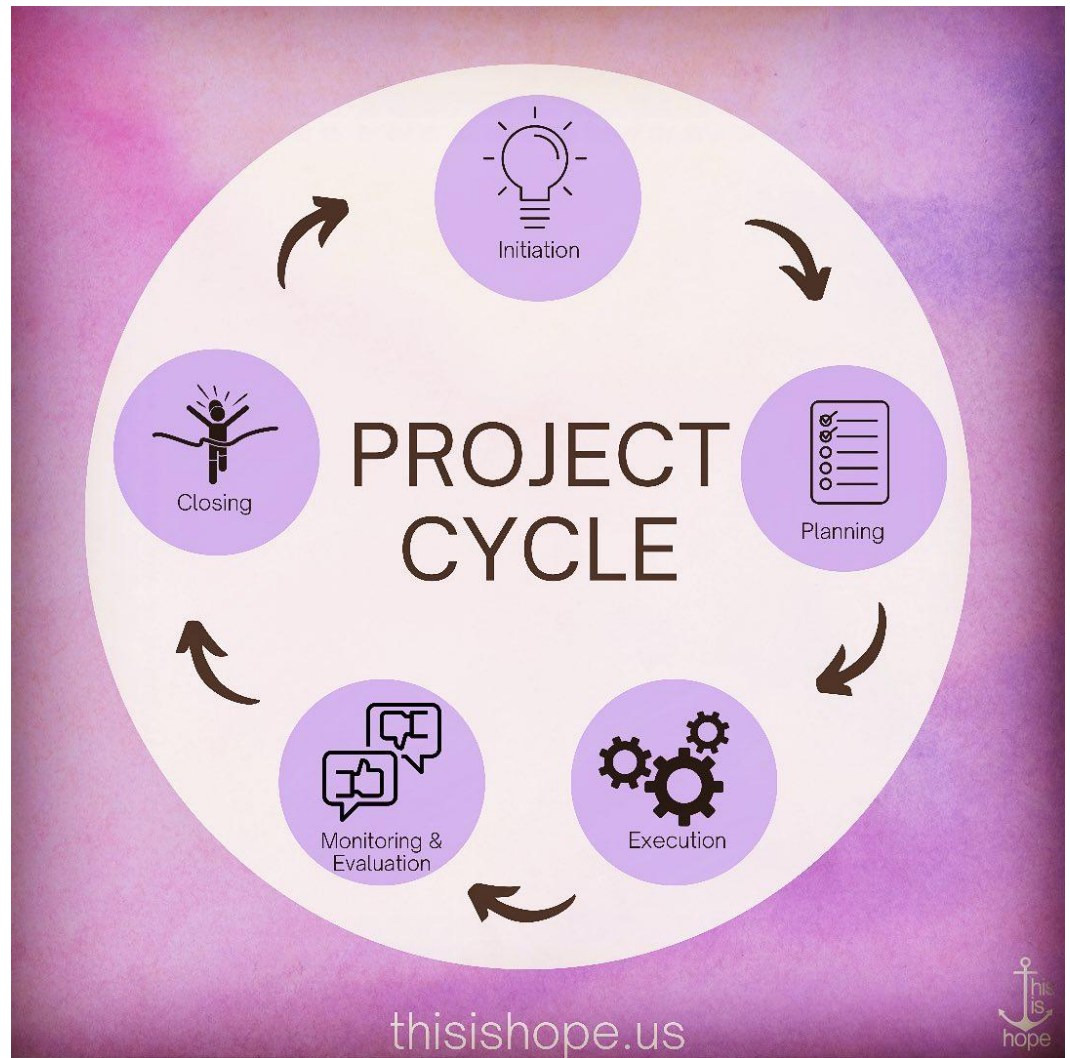
Private grantmakers gave more than \$90 billion to US nonprofits last year.

This is more than \$14 billion increase since over just two years.

(Source: Association of Fundraising Professionals)

The Project Cycle

The Project Cycle



Logic Modeling

Inputs

The human, financial, and physical resources that support your grant-funded project or program.

These include grant funding, cash and/or in-kind matching funds, staff and volunteer time, facilities, equipment, transportation, and community partners.

Outputs

Outputs are **the things that the applicant and/or those included in the proposal will be doing** (the tasks undertaken, activities involved).

Outcomes

An output describes the result of an activity a company carries out, but which does not have a measurable impact on its customers. **An outcome is the actual added value that results from the output for the target group.**

Collecting Data

Research and data

You are the field research and you are the expert in your community.
The information you have is VALUABLE

- Understand your data points
- Understand how to communicate them
- Understand who you should communicate them to

Your data points

What are valuable data points that you always have on hand about your organization or project?

- Demographic information
 - Our staff is 25 percent multiethnic
 - We serve a community that has more than 80 percent of the families using free or reduced lunch in the school
 - 1/3 of the program participants are first generation college graduates



Your data points

- Financials / budget
 - Know how much you made last year
 - Know how much you are making next fiscal year
 - Know the cost of your project
 - Add ALL costs, including the cost of paying yourself!

Your data points

- Timelines
 - Know where you are in the project cycle
 - Know when your fiscal year starts and when it begins
- Have a strategic plan on file to explain where your organization is going in the next 5-10 years
- Board of Directors with name, affiliations and short bios
- 990s
- By Laws
- IRS Determination Letter
- Audits

Funding

Where to find it?



Kinds of funders - Local Government

City:

- Community Redevelopment Agency
- City of Orlando's grants Website
- City of Winter Park
- City of Edgewood
- Downtown Orlando Partnership

County:

- Orange, Lake, Seminole and Osceola County
- Orange County Children's Commission
- Orange County Neighborhood Grants

School districts...

Local representatives:

- City Commissioners
- County Commissioners

**Q: What are grantors
interested in?**

**Q: Where does this
intersect with my
project?**

Local Private Funders

Who are the philanthropists in the community?

- Newspaper articles
- Read who is putting their names on things
- Community Foundations
- Family Foundations

The logo for the Central Florida Foundation features the text "CENTRAL FLORIDA FOUNDATION" in white, bold, sans-serif capital letters. The text is centered within a dark, rectangular background that has a subtle, textured pattern resembling a night sky or a close-up of a natural surface.

**CENTRAL FLORIDA
FOUNDATION**



**EDYTH BUSH
CHARITABLE FOUNDATION**

The logo for United Arts of Central Florida features the words "United Arts" in a white, serif font, with "United" and "Arts" on separate lines. The text is centered within a dark rectangular background. Behind the text is a horizontal brushstroke in shades of orange and red, giving the logo a dynamic, artistic feel.

United Arts
OF CENTRAL FLORIDA

Corporate Giving

What corporations generate their revenue in the area you work in?

- Newspaper articles
- Read who is putting their names on things
- Community Foundations
- Family Foundations



JPMORGAN CHASE & CO.



State Funders

What state agency serves your constituents?

Also remember: State Representatives and national representatives



National Funders

Government:

- Department of Education
- Housing and Urban Development
- Department of Health and Human Services
-

Philanthropy organizations:

- Ford Foundation
- Knight Foundation
-

Note: Trust-based philanthropy

- Mackenzie Scott's Foundation
 - Justice Funders
-

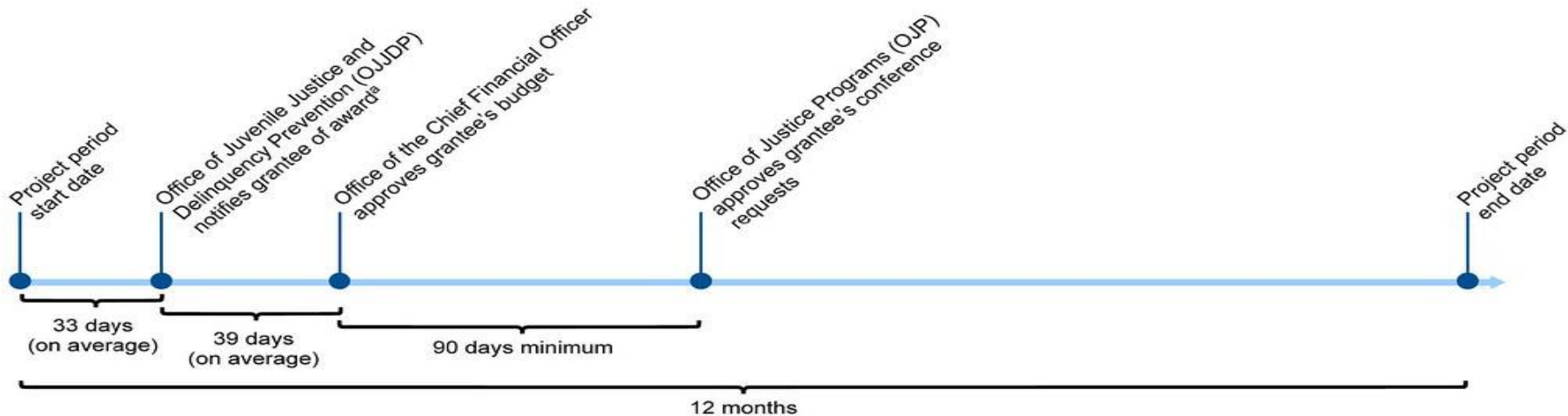
Helpful websites and places to find funders:

Getting Ready: Grant Research

Grants.gov (Federal); national and international funding opportunities	State/County/City Sites	IWave (paid source)	Foundation Center/GuideStart = Candid
Local United Way or Community Foundations (via Council on Foundations)	Google Search	GrantStation (free access if subscribe to Chronicle of Philanthropy)	Grant Professional Associations; area Nonprofit Association
FundsforNGOs	Grantmakers.io	Grant Gopher	Other???

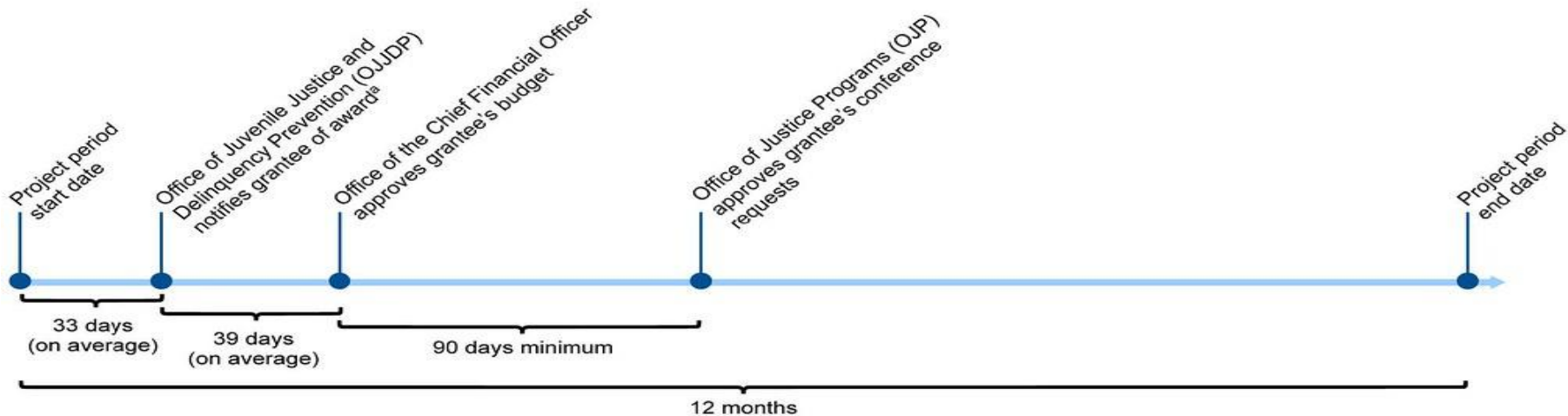
Grant Timelines

“Dates, deadlines and deliverables”



Source: GAO analysis of Victims of Child Abuse Act (VOCA) grant information. | GAO-15-351

“Dates, deadlines and deliverables”



Source: GAO analysis of Victims of Child Abuse Act (VOCA) grant information. | GAO-15-351

February

March

April

May

June

July

August

September

- Selecting communities
- Interview design

- Interviews
- Community meetings

- Interviews
- Community meetings

- Analysis

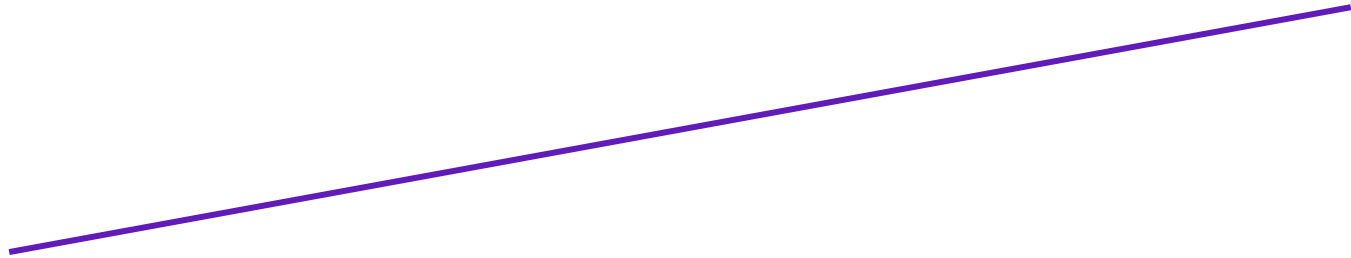
- Analysis
- Sharing findings in blog post

Holiday month

- Wikimania
- Translate findings to Community languages
- Communication

- Final Report
- Next steps

- Inquiry Window Opens
- Application deadline window opens
- Award notification
- Midyear report
- Final Reports



Extra Tips

Share your workload:

People to involve:

- Team Members • CEO
- Board members • Volunteers
- Stakeholders

Stay Connected

Always be:

- Curious
 - Read what's happening in the community and who is making it happen and why
 - Always be asking what the needs are – even if you aren't actually asking
- Social (go to networking events)
- Personal (schedule one-on-ones)
 - Research the person before you meet them
 - Tailor the meeting toward where their interests and your interests intersect
 - Be genuine and authentic about who you are

The future of grants and philanthropy:

- Equity and diversity at the leadership level
- Investment into smaller organizations that make less than \$1 Million per year
- Donor Advised Funding
- Trust-Based Philanthropy
- Smaller sized grants that are more evenly distributed
- A growing job market in this sector

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THIS IS HOPE